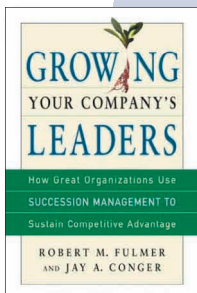
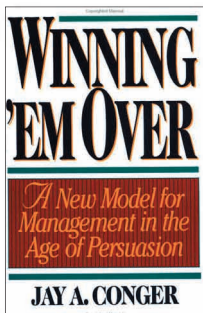
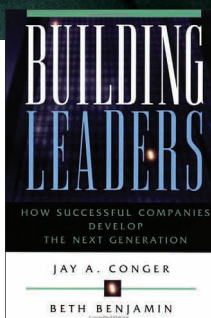


AUTHOR,
WINNING 'EM OVER

JAY
Conger



Highlights

Very **strong custom-researched programs** on

- ✧ leadership and leadership development,
- ✧ persuasion and communication,
- ✧ organizational change, and
- ✧ corporate governance.

Extremely effective speaker—warm, relaxed, engaging, interactive. Always very well prepared on the customer's situation and goals. Very good with senior executives.

Prolific writer. Author and coauthor of more than 90 articles and 11 books. Jay has two new books in progress, on best practices in leadership, and CEO leadership.

Capabilities

Jay Conger offers custom-researched **keynotes** and working **seminars** up to several days in length.



“ #5 of the world's top ten
management educators and the
best business school professor to
teach leadership to executives ”

~ *BusinessWeek*

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JAY CONGER



The Value

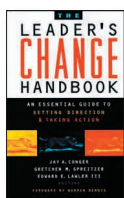
Keynotes. Very few speakers offer the breadth of experience or the depth of knowledge and insight on management, leadership and leadership development as Jay Conger. His past research is very extensive and he always does custom research for his presentations. Add to this his gift for engaging audiences and you have a truly valuable offering: a broad foundation of **knowledge**, a strong **customer focus**, and superlative **skills on the platform**.

Seminars. Jay has won several awards for his executive **education programs**. He was the top-ranked professor at USC's core MBA program. Harvard Business School invited him to help redesign the school's organizational behavior course around leadership issues. Jay has consulted with a worldwide list of private corporations and nonprofit organizations.



Topics by the Book

Jay has written books on an impressive range of topics. These do not exhaust the subjects he could address for your audience at all, but they do represent areas of special expertise. So these are just suggestions. For more detail on these books and subjects, see Jay's Books page on our website.



Leadership and management — the whole body of work

Best practices in leadership— forthcoming

Persuasion and strategic communication — *Winning 'Em Over*

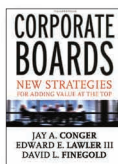
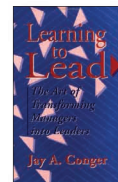
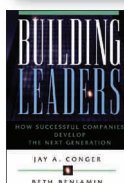
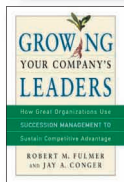
Change management — *The Leader's Change Handbook*

Leadership development — *Building Leaders, Learning to Lead, Growing Your Company's Leaders*

CEO leadership / senior executive success — forthcoming

Succession planning — *Growing Your Company's Leaders*

Corporate governance — *Corporate Boards*



CREDENTIALS

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Professor of Leadership
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McKenna College

Professor of Organizational
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Center for Effective
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Former executive director,
Leadership Institute,
University of Southern
California

Associate editor, Leadership
Quarterly

Former teaching positions at
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INSEAD (France), and
McGill University

Two-time recipient, McGill
University's Distinguished
Teaching Award

Recipient, H. Smith
Richardson Fellowship,
Center for Creative
Leadership